

SAP® Business Suite powered by SAP HANA® – Why Now!



Real-time business at your fingertips and lower TCO

New cloud, mobile, and in-memory technologies are making instant insight and instant action an everyday reality—any place, any time. Change happens in real-time and businesses need to be able to respond in real-time to deliver true value to their customers. This demands swift handling of the ever-growing mountains of data available to influence and drive core business processes.

SAP has put real-time business within reach with SAP Business Suite powered by SAP HANA. This next-generation platform unifies the lightning-fast analytics of SAP HANA with transactions, enabling enterprises to gather and process data while simultaneously applying it to consecutive business process, all in real time.

Whether you are planning an installation, considering a data base migration, using Business Warehouse (BW) for reporting only, or facing performance issues, SAP Business Suite powered by SAP HANA can help you reinvent your business. And there are compelling reasons why you should make the move now—including better business value, lower total cost of ownership (TCO) and enhanced application and virtualization opportunities.

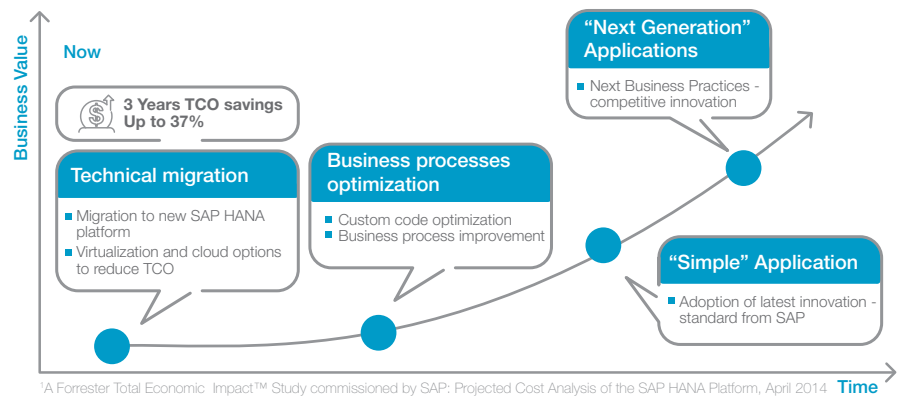
Why SAP Business Suite powered by SAP HANA now?

When considering the move to SAP Business Suite powered by SAP HANA it's important to recognize why sooner is better than later (Figure 1). The Return on Investment (ROI) is clear—the new SAP HANA platform offers enhanced business value and huge TCO savings. In addition, SAP is creating new applications that are only available on SAP Business Suite powered by SAP HANA, such as Simple Finance, so not making the transition could limit your growth and expansion on SAP Business Suite.

The advantage of Cloud power

In addition, with VMware vSphere™, customers can now achieve all the benefits of virtualization for their SAP HANA production environments, enabling them to evolve toward the software-defined enterprise. By combining the power of SAP HANA with VMware vSphere 5.5, a foundational component of VMware vCloud® Suite, customers can innovate and simplify their data centers by achieving faster time-to-value, higher service levels and lower TCO.

Figure 1: Key advantages to moving to SAP Business Suite powered by SAP HANA.



Moving beyond Business Information

Information is one of the most valuable assets of any business. Effective management and interpretation of data can set a business apart from its competitors. But Capgemini knows that business information and analytics go even deeper in the truly competitive enterprise. When information can be gathered, processed, and analyzed with speed and agility—and in direct relation to business processes—it is at its most powerful.

By bringing together transactional processes and analytics on a single platform, organizations can experience real-time business across processes, with immediately tangible benefits, including:

- **Speed:** Perform real-time planning, execution, reporting, and analytics based on live data
- **Agility:** Access real-time business insights on any device, anytime, anywhere
- **Simplicity:** Deal with both transactional and analytical workloads simplifying your IT landscape
- **Cost efficiency:** Reduce TCO by combining analytics and transactions
- **Innovation:** Unlock new growth opportunities by rethinking business processes and enabling the business platform for mobile devices

Starting the journey with Capgemini

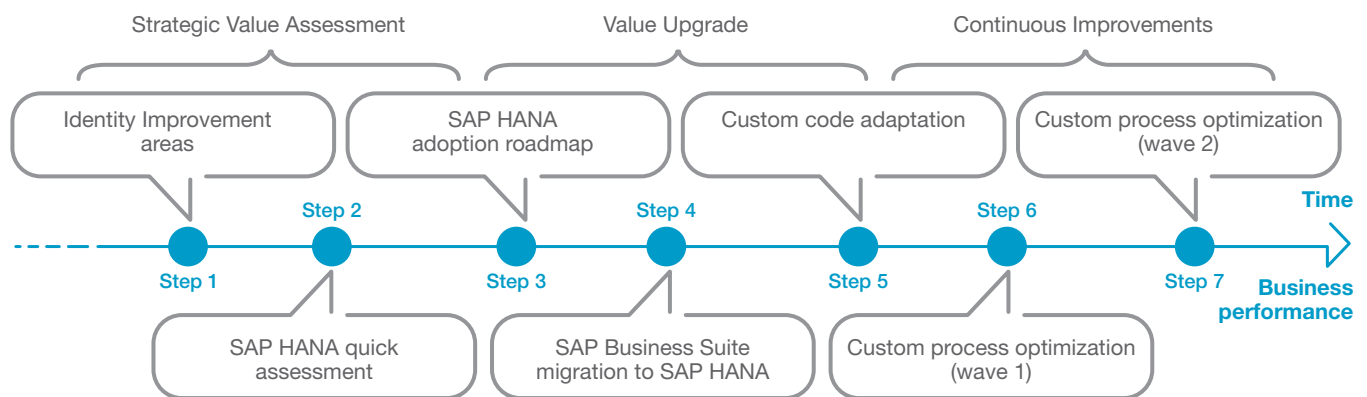
SAP Business Suite powered by SAP HANA offers a huge opportunity for businesses to up their game. But the scale of the opportunity is matched by the need for a pragmatic and expert approach. To derive significant benefits, it is important to first assess where value can be found and plan accordingly. As a long-standing

SAP partner and leader in Enterprise Resource Management (ERP) and Business Information Management (BIM), Capgemini has the experience needed to guide you in this decision and help you determine how you can benefit best from this powerful technology.

The Capgemini approach

We recognize that the adoption of SAP Business Suite powered by SAP HANA represents a shift in the way you do business. Before the journey can start, the destination must be clearly mapped, and the prize defined. For this reason, we believe that it is important to begin with an assessment that determines how SAP Business Suite powered by SAP HANA can transform your organization.

Figure 2: Steps to real-time business with Capgemini



Through this assessment, we demonstrate outcomes and impact transparently, equipping you with a clear view of the future scenario. Instead of proposing just a lift and shift of your existing SAP Business Suite instances, we offer a comprehensive analysis of your current usage of business processes to detect where these processes could be improved with the real-time capabilities of the platform.

In focused interviews with your business stakeholders, we determine which business benefits and costs savings could be achieved with the new solution and help you build an end-to-end business case and transformation roadmap to implement your target vision for real-time business.

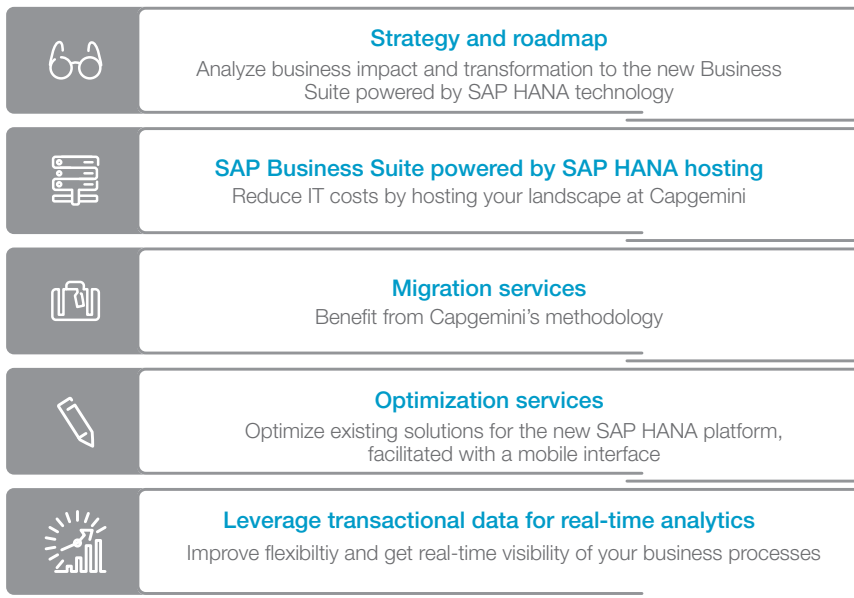
Unlocking and adding value

No business enters a phase of technology change without the intention of achieving tangible value from the process. Capgemini works with you to unlock the true value of SAP Business Suite powered by SAP HANA with a modular services portfolio. Each of our services is designed to take into account the entire business process landscape, in turn minimizing risk, accelerating processes, and increasing agility. We offer the following services:

- Strategic value assessment and roadmap to protect your investment, identify new business opportunities, and maximize ROI
- 3 step / 6 weeks industrialized offer
- A detailed strategy assessment where Capgemini's team analyzes your business landscape and the business impact and priorities of moving to SAP Business Suite powered by SAP HANA. This assessment will culminate in a Roadmap that details technical applications, business transformation, and ROI impact
- SAP Business Suite powered by SAP HANA hosting for reduced initial investment, accelerated implementation, and reduced IT costs
- Industrialized Business Suite on HANA migration services to minimize your risks, accelerate your processes, reduce data volumes, and increase capacity
- BW on SAP HANA Industrialized migration services

- Optimization services to maximize the speed and efficiency of program execution, integrate intelligence to your daily transactions, all facilitated with a mobile interface

Figure 3: Capgemini's Modular Services Portfolio for SAP Business Suite powered by SAP HANA



Why Capgemini?

Capgemini is one of the key providers for SAP solutions:

- Nearly 16,000 SAP consultants globally and a presence in 40 countries
- Recognized by SAP as a first mover in SAP HANA and an innovative partner, Capgemini was awarded the 2014 SAP Pinnacle Award for SAP HANA Innovation Partner of the Year
- Extensive network of assets and professionals dedicated to the SAP HANA platform
 - 800+ professionals (150+ certified) in 21 countries
 - 40+ SAP HANA projects in various technologies, including, Business Suite Powered by SAP HANA, BW on SAP HANA, CRM on SAP HANA, COPA on SAP HANA, SAP HANA Live
 - 3 SAP HANA Centers of Excellence
- Recognized industry experience in the areas of energy services, medical devices, oil & gas, retail, consumer products, and transportation management
- Specific framework for driving business innovation through our Accelerated Solutions Environment (ASE)
- Proven knowledge in different technological areas like SAP HANA, mobility, and digital customer experience
- Cost effectiveness and delivery excellence through Capgemini's RightShore® concept

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With almost 140,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2013 global revenues of EUR 10.1 billion. Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs and drive the results they want. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

Learn more about us at www.capgemini.com